From: Reynolds, Lang W
To: Tarr, Jeremy M
Subject: RE: [External] FW: Register Today - 2018 Nissan LEAF Lunch & Learn
Date: Thursday, February 8, 2018 12:21:11 PM

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FWIW, my personal opinion is that BEV % will trend towards 100% by 2025, if not earlier - battery tech is just improving too fast. Past a certain point, BEVs will be cheaper to make than PHEVs so there won't be much point to a PHEV.

From: Tarr, Jeremy M [mailto:jeremy.tarr@nc.gov]
Sent: Thursday, February 08, 2018 10:54 AM
To: Reynolds, Lang W
Subject: RE: [External] FW: Register Today - 2018 Nissan LEAF Lunch & Learn

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Got it. The approximate 2022 and 2025 BEV estimates for DEP+DEC in NC are 17,900 and 42,000, right? And those are probably on the low side because increased awareness, cost reductions, and availability in interim years, you think?

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From: Reynolds, Lang W [mailto:Lang.Reynolds@duke-energy.com]
Sent: Thursday, February 8, 2018 10:46 AM
To: Tarr, Jeremy M <jeremy.tarr@nc.gov>
Subject: RE: [External] FW: Register Today - 2018 Nissan LEAF Lunch & Learn

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Correct, that is PHEV+BEV. I don't have BEVs broken out right in front of me, but a 50/50 split is a safe assumption. There's a lot of uncertainty over that number once we get out past 2020 as battery prices are coming down I expect we will see more on the BEV side than PHEV.

Total DEP+DEC numbers are:
2022 53,700
2025 126,000

Scaling to just DE NC and BEVs would give approx.:
2022 17,900
2025 42,000

Ballpark. Keep in mind that is just DE territory and not statewide.

From: Tarr, Jeremy M [mailto:jeremy.tarr@nc.gov]
Sent: Thursday, February 08, 2018 10:41 AM
To: Reynolds, Lang W
Subject: RE: [External] FW: Register Today - 2018 Nissan LEAF Lunch & Learn

Thank you.

It sounds like you projections include both PHEV and BEV. Do you have BEVs broken out? Also wondering whether you have NC BAU estimates more near term, say in the 2020 or 2025 range?

Jeremy

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From: Reynolds, Lang W [mailto:Lang.Reynolds@duke-energy.com]
Sent: Thursday, February 8, 2018 10:38 AM
To: Tarr, Jeremy M <jeremy.tarr@nc.gov>
Subject: RE: [External] FW: Register Today - 2018 Nissan LEAF Lunch & Learn

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attachment to Report Spam.

What I sent you was total "PEV" projection, which includes BEV+PHEV. The nomenclature has evolved over time, when most people say "EV" now they mean BEVs and PHEVs, nobody is really saying PEV anymore…

From: Tarr, Jeremy M [mailto:jeremy.tarr@nc.gov]
Sent: Wednesday, February 07, 2018 4:45 PM
To: Reynolds, Lang W
Subject: RE: [External] FW: Register Today - 2018 Nissan LEAF Lunch & Learn

Correction…. ZEV projections (interested in EVs as well).

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From: Tarr, Jeremy M
Sent: Wednesday, February 7, 2018 3:52 PM
To: 'Reynolds, Lang W' <Lang.Reynolds@duke-energy.com>
Subject: RE: [External] FW: Register Today - 2018 Nissan LEAF Lunch & Learn

Lang,

Do you have any EV projections for NC that you could share?

Jeremy

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From: Tarr, Jeremy M
Sent: Monday, February 5, 2018 10:25 AM
To: 'Reynolds, Lang W' <Lang.Reynolds@duke-energy.com>
Subject: RE: [External] FW: Register Today - 2018 Nissan LEAF Lunch & Learn

Lang,

Thanks for reaching out. I'm open on the 14th for a meeting. Please let me know what time works for you.

Appreciate the CO EO heads up. I saw the MD announcement last week. I'd like to hear more about executive action on ZEVs that you think would make sense for NC.

I'll forward the announcement to our motor fleet folks. Contact there is Motor Fleet Management Director Ron Allison, 919 733 6540 EXT 211 office Ron.allison@doa.nc.gov. Have you forwarded to anyone at NCDOT? Is there someone in NCDOT you use as a contact on EV/ZEV policy?

I was at CES this year and saw (but not drove) the new LEAF. Significant upgrades. I believe they said it has 140 mile range at $29k or so.

Jeremy

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From: Reynolds, Lang W [mailto:Lang.Reynolds@duke-energy.com]
Sent: Monday, February 5, 2018 9:57 AM
To: Tarr, Jeremy M <jeremy.tarr@nc.gov>
Subject: [External] FW: Register Today - 2018 Nissan LEAF Lunch & Learn

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Jeremy,

Hope your new year is off to a good start. Wanted to make you aware of this event on the 14th that we are presenting with AE. Would love to get some folks from the state fleet management group to this event, but I don't have their contact info. If you know who runs that group it would be great if you could pass this along. It's a good opportunity to see the new 2018 LEAF and hear from a municipal fleet manager with extensive experience deploying EVs in fleet applications.

Also attached is the recently released Colorado EV plan from Gov. Hickenlooper. You may have seen this already but if not it's a good quick read. Great to see such a bold plan for a state that is not a ZEV MOU signatory. Appears that this has largely been led by the executive branch in CO, which is interesting:

"Governor John Hickenlooper announced Colorado would join the U.S. Climate Alliance and signed Executive Order D 2017-015, "Supporting Colorado's Clean Energy Transition." Recognizing the importance of EV fast-charging corridor stations in stimulating growth of the EV market, the executive order directs state agencies to develop a plan to electrify Colorado's transportation corridors."

I will be in Raleigh on the 14th for this event and again on the 21st for the EPC EV presentation, would be great to catch up if you have some time.

Thanks,

Click *here* if you are having trouble viewing this message.

Join us on Valentine's Day to learn about the new 2018 Nissan LEAF! Nissan, Duke Energy and Plug-in NC will be hosting a free lunch and learn to provide education to fleet managers on the value and benefit of making the switch to electric vehicles. We would like to encourage entities that operate light duty vehicle fleets, plus any commercial customers that have applicable fleets, to join us to learn about adding electric vehicles to your fleet and to see the new 2018 Nissan LEAF.

The event will take place on Wednesday, February 14 from 12 pm to 2 pm at The Frontier – 800 Park Offices Drive, Research Triangle Park, NC 27709. Lunch will be provided for free, but registration is required.

Please register here - www.pluginnc.com/event/nissan**.**

Advanced Energy, 909 Capability Drive, Suite 2100, Raleigh, NC 27606

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